

REAL ESTATE AND BUILDING NEWS

The Modest Record of
Another Quiet Mid-
summer Week.

BUSY BUILDERS IN THE SUBURBS

Rumored Sale of West Franklin
Street Home—Many Lot Sales
Beyond City Limits—De-
mand for Small Nearby
Farms Is Urgent—Silent
Agents on Southside.

Another sultry and nerve-racking
week has witnessed curtailed trans-
actions in real estate in and around
Richmond, and the agents who are not
off summering in the mountains or
elsewhere have been busy mopping their brows, looking
after rental matters, posting books,
and, in some instances, putting the
finishing touches on deals and sales
and trades that were made weeks
ago, and were duly reported when
made and before the deeds got to
record in the offices of the clerks of
the courts.

Several satisfactory auction sales
were made during the week, and these,
together with a few small private
sales and the suburban transactions,
ran the figures for the week up to
nearly \$100,000, fully that amount if
the rumored sale of a Franklin Street
residence, near Harrison Street, proves
to be a settled fact. Elam & Funston,
who, rumor claimed, had made the
deal, positively refused to give any
particulars or to affirm or deny the
report. Nevertheless, it seems to be
pretty tolerable certain that such a
residence changed hands, the sum of
about \$20,000 being the amount in-
volved.

Fine Business Ahead.

While sales have been small there
has been abundant inquiry for both
business and residential properties,
and quite a number of the perspiring
agents are a trifle gleeful over the
fact that they think they have been
able to put the ball in motion that
will finally roll in some large and
very interesting transactions. Some
of them feel so sure of this fact that
they are content to wait patiently for
the torrid season to pass before
they undertake to push things to a
conclusion.

The men who make a specialty of
handling nearby farm properties say
they have no complaints to make of
summer dullness, for they find the
demand for this class of dirt really
in excess of the supply. One agent
declares he could sell even in this
hot weather a dozen small farms
within fifteen miles of Richmond if
he could get them to show to would-
be buyers.

Business Men Want to Farm.
City business men of ample means
seem to have acquired something of
a mania for running small farms in
connection with other lines of busi-
ness. They have found out from cer-
tain of their neighbors how that kind
of enterprise can be made to pay well,
and at the same time furnish a vast
deal of entertainment and real recrea-
tion. The agent above referred to
predicts that the time is near at
hand when the railways entering this
city will be lined for twenty or thirty
miles out with just such little farms,
and then won't the railroads have a
clash on the commuters' monthly
tickets?

Suburban Doings.
There has been for the past week
some activity in the suburbs, that is,
good business, considering the awfully
hot weather. Four houses changed
owners in Barton Heights in one day,
and it is said that one of them, on
North Avenue, is to be torn down to
make room for a large and up-to-date
retail grocery store and meat and
vegetable market.

Six lots were sold to prospective
builders in Battery Court, and there
was business in Highland Park. The
western suburbs are being visited by in-
quirers, and several good sales of
lots were made in Westhampton
Heights, and Golsan & Nash made
seven sales in Westhampton.

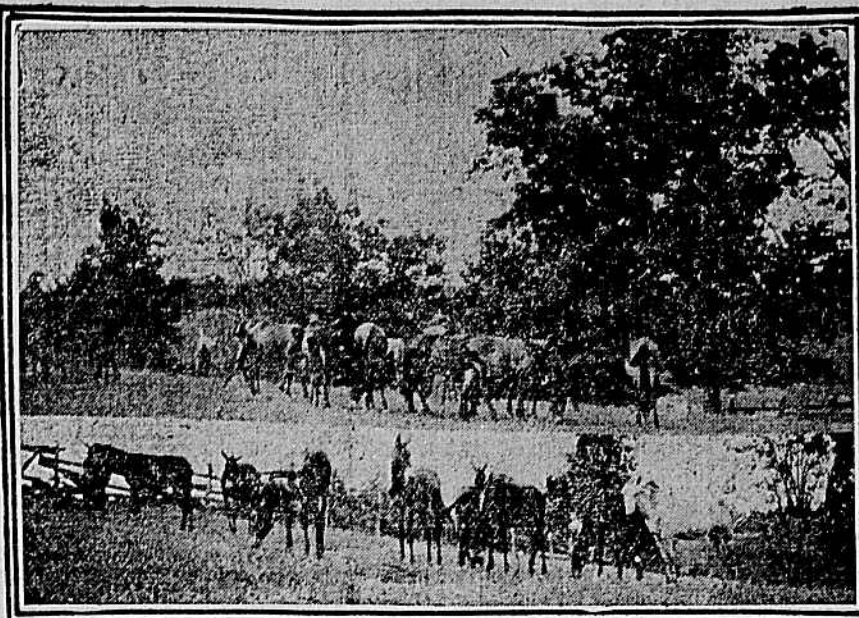
Encouraging inquiry and a few sales
are reported from around the Battle
Abney site, and Monument Annex
came in for a share of the curtailed
business.

On the Southside.
Over in Washington Ward there
was something doing, but the agents
over there have an old-fashioned way
of keeping all of their movements as
secret as possible, and the only way
to ascertain anything about real es-
tate transactions is to search the
court records, and, as is the case
everywhere else, these very frequently
do not develop anything until weeks
and even months after the deals are
really made. However, it is known
that there has been not a little in-
quiry for manufacturing sites in the
southside ward of Greater Richmond,
and it is rumored and believed that
several were bargained for the past
week, although the deals were not
finally closed by the passing of deeds.

Suburban Building.
There probably never was quite so
much building going on at one time
in the suburbs as now. In all of
them the contractors and builders are
on hurry jobs, everybody trying to
get their new houses ready for occu-
pancy before the chilling blasts of
late autumn shall come. Activity in
this line is very noticeable in Glinter
Park and a real building boom is in
full swing out there.

S. E. Bates has started a home on
Seminary Avenue, and E. W. Duke has
made rapid progress on his dwelling
during the past week. G. B. Mount-
castle, W. F. Betts and J. E. Mickle
have their homes under way, and
many other handsome dwellings now
building are making strides towards
completion. The Park is becoming
more popular each week, and has
never looked prettier in its history.

SCENES ON FLUVANNA MODEL FARM



MULE RAISING IN FLUVANNA.



HOUSING HAY BY MULE POWER.



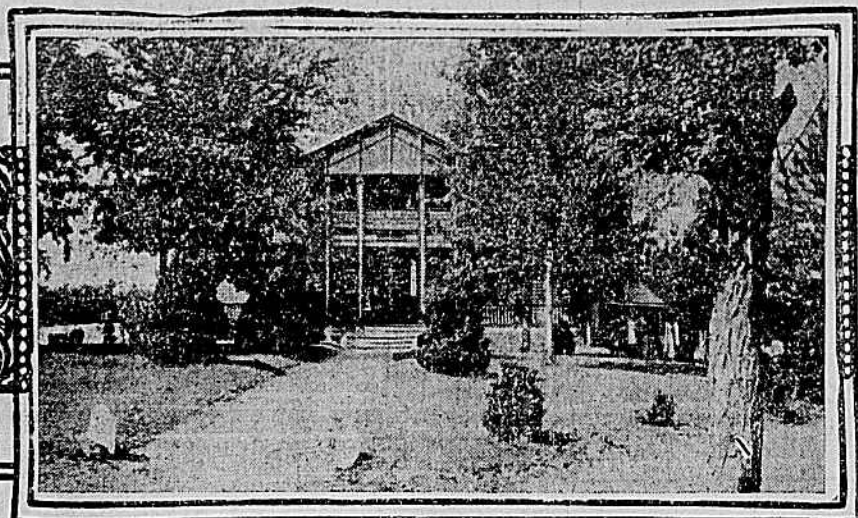
"DEMONSTRATED" HOG AS IT LOOKED IN MAY.



KENTUCKY SIRE STOCKING FLUVANNA COUNTY.



100,000 HILLS OF BURLEY TOBACCO.



THE OLD SNEAD HOMESTEAD.

IMPORTANT DEALS CLOSED IN SOUTH

Large Purchases of Timber and
Coal Lands for Develop-
ment.

NEW INDUSTRIES PLANNED

Contracts Let for Drainage of
250,000 Acres in Missis-
sippi.

[Special to The Times-Dispatch.]

Baltimore, July 16.—Reports to the
Manufacturers' Record show that dur-
ing the past week many important
deals have been closed in the South,
involving large purchases of timber
lands for development and wet lands
for reclamation, and that a good
many important industrial enterprises,
including cotton mills, oil mills and
miscellaneous undertakings, have been
organized.

There is increasing activity through-
out the South in the construction of
good roads, and in every State there
is growing interest in the issuing of
bonds for this purpose, indicating a
determination on the part of the peo-
ple of the whole South to broaden
the campaign for the building of
roads.

Contracts have been let during the
week for the construction of drainage
canals in Mississippi to reclaim 250,-
000 acres of land, this being reported
as the largest single undertaking
made in the South, with the exception
of the great contract recently reported
for the reclaiming of the everglades
of Florida.

In Louisiana contracts have been
made by Western people for the recla-
mation of wet lands recently pur-
chased, and for this purpose a \$700,-
000 company has been organized. A
special dispatch from Texas reports
the sale to local people of 40,000 acres
of timber land, while a 30,000-acre
tract of timber land in Louisiana
has been taken by Western buyers.
The Texas Company, of Houston, has
contracted for 200 miles of 6-inch and
8-inch steel pipe for its proposed
new oil pipe line in the Southwest. A
Chicago packing company has com-
(Continued on Third Page.)

EXPERIMENTS ON VIRGINIA LANDS

Good Work by Uncle Sam for
Benefit of Tillers of
Soil.

TOBACCO TESTING STATIONS

Manner and Value of Experi-
menting Explained—Valued
Efforts of the Government.

BY FRANK S. WOODSON.

Fork Union, Va., July 16.—The Ag-
ricultural Department of the United
States government is doing good work
with its experimental stations in Vir-
ginia. It has several of them in the
various lines of agriculture, and they
are in charge of officials who know
their business well.

It is very strange, but true, that
there are some old fogies in the State
who discourage this business. Not
long ago I heard one of them say
experiment stations were a disadvan-
tage to the farmers of the neighbor-
hood in which they are located, and
argued in this wise: If a govern-
ment experimenter goes into a corn-
growing section and tries his hand
at corn and does not bring forth as
big a crop as any one farmer in that
neighborhood, and his work really does
harm, the same is true, continued
this growler, if tobacco or wheat or
oats or potatoes be the subject of the
experiment made in sections peculiar-
ly adapted to those products.

Experiment Menus Experience.
Now this chronic kicker was all off.
The very word "experiment" implies
that the man in charge of the govern-
ment work is not trying to outdo
the fellow who owns a farm in the
neighborhood of the experiment sta-
tion, but he is simply "experimenting,"
that is, trying to discover a method
by which better crops and larger ones
may be made.

In the case of tobacco, for instance,
if he finds that he cannot improve on
the methods that prevail in that
neighborhood, and of that he can't
know until he finds out by experi-
(Continued on Third Page.)

HANDLERS OF LEAF HAVE DULL SEASON

Bulk of Recent Trading in Dark Tobaccos—Re-
ports Concerning Growing Crop
Continue Encouraging.

Some of the handlers of leaf tobacco
in the packages had more than a half-
holiday during the past week, but
others were right on the job, and
considerable business was done. About
625 hogheads and tierces changed
hands, the bulk of the trade being
in dark tobaccos, mainly for export.
Of this type fully 600 heavy hog-
heads were sold, and the sellers
realized very satisfactory prices.
Business in brights was rather dull,
and the sales totaled not over twenty-
five tierces. There was nothing doing
in Burley goods.

Reports from the country concern-
ing the growing crop continue to be
encouraging. This is especially true
of the sun and air-dried tobaccos.

Sales on South Boston Market.
[Special to The Times-Dispatch.]
South Boston, Va., July 16.—Below
is a summary of sales of leaf tobacco
made on the South Boston market for
the month of June, 1910, together with
figures for the entire season, as com-
pared with those of last year.

Sales for June, 138,108 pounds; \$10.-
28 average; \$14,334.04. Total sales for
1909 crop, 18,576,232 pounds; \$10.63 av-
erage; \$1,973,995.65. Total sales for
1908 crop, 17,051,081 pounds; \$9.35 av-
erage; \$1,594,256.10. Gain over last
season, 1,525,201 pounds; \$379,737.55.
It will be observed that the above
figures not only show an increase of
over 1,500,000 pounds above sales for
previous season, but present a gratify-
ing gain in an average of \$1.28 and in
total amount paid out to farmers of
\$379,737.55. So far as known this is
the greatest gain made by any market
in the Old Belt during the season just
closed.

South Boston now ranks as one of
the foremost bright tobacco markets
in the world. Rapid strides have been
made this year by both the warehouse-
men and dealers in that all the ware-
houses are now enlarged and new
factories and storage houses are being
built, preparatory to handling the an-
ticipated heavy increase for next sea-
son.

NEW INDUSTRY FOR RICHMOND.

T. W. Wood & Sons Invaluntarily Go
Into the Owl Raising Business.
"You are always hunting up some-
thing to show the progressiveness and

PLAN TO DEVELOP WATER POWERS

Recent Important Industrial Un-
dertakings Near
Hickory.

[Special to The Times-Dispatch.]

Hickory, N. C., July 15.—Perhaps the
largest development ever undertaken in this
section is that of hydro-electric power on
the Catawba River near Hickory. The idea
originated with Colonel M. E. Thornton,
president of the Thornton Light and Power
Company, twelve months ago, and he pro-
ceeded to organize the Water-Power Electric
Company, of which he was made president,
with W. L. Gilbert, a successful business
man, as secretary.

These men purchased the site on the
river and secured the right of way from
all property owners for a trolley line from
Hickory to the river. Colonel Thornton
then went to New York, where he succeeded
in interesting Northern capital in the enter-
prise, and on his return from a recent
visit North announced that he had sold
\$1,000,000 4 per cent. coupon bonds,
\$250,000 of which amount becomes imme-
diately available.

The contract for the work, it is an-
nounced, has been let to New York con-
tractors, who expect to begin work some-
time in August.

It is estimated that electric energy to the
amount of 9,000-horse-power can be devel-
oped here, and it was at first proposed
that an enormous cotton mill, to cost
\$1,000,000, should be erected near the plant
to furnish immediate market for the en-
ergy.

It is announced, however, that an iron
or smelting plant shall be erected at a
cost of \$100,000, which will require from
7,000 to 8,000-horse-power electrical energy
continuously.

DOWN IN "OLD FLU" RIGHT IN THE FORK

Blue Grass Fluvanna
Outdoing Kentucky
in White Burley

MULE INDUSTRY; MODEL FARMING

Twentieth Century Methods
Adopted—Wonderful Results
in Short Time—Demonstra-
tion Work: Its Teachings.
Old Virginia Homestead
in Modern Regalia.

BY FRANK S. WOODSON,
Industrial Editor.

Fork Union, Va., July 16.—Last
Sunday the Industrial Section con-
tained the statement that a Fluvanna
county farmer living in the "great
fork" between the James and the
Fluvanna Rivers had 100,000 hills of
White Burley tobacco, which looks as
fine in its present growing stage as
any field in Kentucky could possibly
look. Several doubting Thomases of
the tobacco trade in Richmond ex-
pressed the opinion that I had taken
poetic license with the facts, and that
I had better cut the hills down sev-
eral thousand, for, said they, there
was never anything like that in Vir-
ginia. Captain Charles G. Snead, the
owner of the hills, was my informant,
and on his invitation I came down
into the "Fork" to see that he had
done no poetic stretching and to see
something that is indeed new in Vir-
ginia: a White Burley layout of such
dimensions. Never before in the his-
tory of agriculture in this State has
any one farmer attempted an imi-
tation of Kentucky on a large a
scale.

Outburlyng Kentucky.
Captain Snead experimented some
last year with the Burley, and as he
never goes at anything except with
his eyes open, he made a visit to
Jack Taylor's Orange county farm to
learn how to turn the trick as Taylor
and his Kentucky manager had done
it the year previous. After spending
several days on the Taylor farm ex-
amining the land and learning all
about how to prepare it for Burley,
how to fertilize, how to cultivate and
how to cure the weed, Captain Snead
came home and proceeded with his
first experiment. He has been a dark
tobacco-grower all of his life, and
he knew his own lands well, and it
is no wonder that his experiment was
a success, not a complete success all
around, but a success all the same.
The captain decided to change the
Taylor methods somewhat this year
in the use of fertilizers and in other
ways, deeming these changes neces-
sary to better suit his land and other
conditions.

Under this method of his own he
planted 100,000 hills on his various
tracts in the "Fork," the largest sin-
gle field being here on the old home-
stead tract right at Fork Union, and
did this without curtailing his usual
dark tobacco output.

This is the tobacco I have investi-
gated, and I can safely say that
there can be no field in Kentucky
that looks better at the present stage
or holds out a brighter promise for a
complete success than does this, and
I have seen many a Kentucky field at
its early July best. Captain Snead
makes no secret of his formula for
fertilizing, plowing, planting, cultivat-
ing, cutting and curing the Burley,
and he has given it to me for the in-
formation of other farmers, but per-
haps it would be best to await the
harvesting of the crop before making
it public, for there is no doubt that
the complete success or the lack of com-
plete success may be given at the
same time. Certainly, at this writing,
these 100,000 hills are in splendid
shape, and give every reasonable
promise of actually outdoing Ken-
tucky. It is barely possible that the
ingathering may not show such good
results, and in that event it would
be best not to announce and brag too
much on the captain's formula.

Raising Mules in Virginia.
It is nothing new with Captain
Snead to adopt Kentucky methods, and
even improve on them. Fifteen or
twenty years ago he conceived the
idea that as good mules and horses
as ever saw the light in Bluegrass
Kentucky could be raised in "blue-
grass" Fluvanna. He was so thor-
oughly convinced of this fact, so far
as it pertained to mules, that about
fifteen years ago he procured from
Kentucky at great expense two mam-
moth jacks of the very best breed,
and he has since demonstrated that
as good mules can grow in this part
of Virginia as in the Bluegrass State
or anywhere else.

He now has two magnificent jacks
and also a pair of jennets, and he
has pretty well stocked this county
with Virginia-bred mules, fitted for
the medium-sized markets of Virginia,
make splendid breeders and mothers.
I saw to-day on his place a grand old
mare which is the mother of seven
fine mules, born in as many years.

At first Captain Snead's idea was
to raise mules on his place only for
his own use and enable other Fluv-
anna and Goodland and Bucking-
ham farmers to do likewise, and it
is to be doubted if any of his neighbors
for miles around have bought mules
on the market since he introduced the
sires from Kentucky. However, hav-
ing large acres of superior pasturage,
the captain for the past several years
has been raising mules for the mar-
ket, and each winter he disposes of
at least a carload. Therefore he has
sold altogether in North and South
Carolina, and his mules bring as good
figures and do as good service as any
of the animals that come from along
the banks of the Ohio. Every farmer
in Virginia can raise his own mules
if he will, and Captain Snead deserves
not a little credit for demonstrating
that fact. His success at mule-raising
being so marked, and his pasturage
acres being so numerous, he has added
horse breeding, too, and is now the
owner of two magnificent stallions,
one a hackney and the other a Per-
cheron.

Growing Wise in Old Age.
Captain Snead has been a farmer
(Continued on Third Page.)